

## Message Text

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INFO OCT-01 NEA-05 ISO-00 EB-05 SS-15 RSC-01 /027 R

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DRAFTED BY: COM/DIBA/OIM/246: J.B. HEARN

APPROVED BY: EB/OCA/REP: G.P. WILSON

COM/DIBA/OIM/246: R.M. LOUGHLIN & D.E. WESTLEY

STATE:EB/CBA/OCA: R.C. SCISSORS STATE/NEA/ARP: G.Q. LUMSDEN (SUBS)

STATE/NEA/ARP: B. WRAMPELMEIER (SUBS)

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R 042141Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

INFO AMEMBASSY BEIRUT

UNCLAS STATE 197856

KUWAIT PASS DOHA

E.O. 11652: N/A

TAGS: BEXP, TC, SA, BA, KU

SUBJ: COMMUNICATIONS EQUIPMENT SPECIALIZED TRADE MISSION MAY,  
1974

REF: KUWAIT A-163, 11/15/72

1. IN PLANNING SUBJECT TRADE MISSION DEPT. REQUESTS POST ASSIST-  
ANCE ASSESSING SALES POTENTIAL VARIOUS CATEGORIES COMMUNICATIONS  
EQUIPMENT. U.S. EXPORT DATA FOR 1971, 1972, AND JANUARY-JUNE,  
1973, SHOW SUBSTATNTIAL COMBINED SALES TO SAUDI ARABIAN, KUWAIT,  
AND UAE OF FOLLOWING TYPES SUCH EQUIPMENT:

A. PRODUCTS WITH LARGEST AND MOST CONSISTENT SALES:

(1) TRANSMITTER AND POWER EQUIPMENT, EXCEPT BROADCAST (ESPECIALLY  
UAE)

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(2) SINGLE BAND, HIGH FREQUENCY TRANSCEIVERS (ESPECIALLY SAUDI ARABIA)

(3) ELECTRONIC NAVIGATIONAL AIDS (ESPECIALLY UAE)

(4) ELECTRONIC SEARCH AND DETECTION APPARATUS, INCLUDING RADAR (ESPECIALLY SAUDI ARABIA AND UAE)

B. PRODUCTS WITH MODERATE SALES:

(1) TELEPHONE, WIRE APPARATUS AND EQUIPMENT (ESPECIALLY SAUDI ARABIA)

(2) PUBLIC ADDRESS SYSTEMS (ESPECIALLY SAUDI ARABIA)

(3) MOBILE COMMUNICATIONS EQUIPMENT (ESPECIALLY KUWAIT)

(4) CLOSED CIRCUIT TV SYSTEMS AND EQUIPMENT (ESPECIALLY UAE)

(5) TV AND RADIO BROADCAST PARTS AND ACCESSORIES (ESPECIALLY SAUDI ARABIA)

(6) INTERCOMMUNICATION EQUIPMENT, EXCEPT WIRE (ESPECIALLY UAE)

C. OTHER ITEMS WITH LRGE SALES:

(1) COMMUNICATION PARTS AND EQUIPMENT NOT ELSEWHERE CLASSIFIED (INCLUDES ELECTRONIC TESTING EQUIPMENT AS SUGGESTED REPAIR)

(2) ELECTRONIC TELECOMMUNICATIONS EQUIPMENT N.E.C. (INCLUDES SECURE LINE COMMUNICATIONS AS SUGGESTED REPAIR)

(3) PARTS AND ACCESSORIES FOR TELECOMMUNICATIONS EQUIPMENT, N.E.C.

D. FOLLOWING NOT MAJOR RECENT U.S. EXPORT ITEMS BUT POSSIBLY PROMOTABLE WITHIN SUBJECT CATEGORY:

(1) TELEPHONE SWITCHBOARDS AND SWITCHING DEVICES

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(2) TELEPHONE CARRIER EQUIPMENT AND PARTS

(3) TELEPRINTER UNITS, WIRE

(4) TELEGRAPH, WIRE APPARTUS, AND EQUIPMENT

(5) TELEPHONE REPEATER EQUIPMENT

(6) RADIO COMMUNICATIONS SYSTEMS, EXCEPT MOBILE AND MICROWAVE

(7) MIROWAVE COMMUNICATIONS SYSTEMS AND EQUIPMENT

(8) TRANSMITTERS, RADIO BROADCAST

(9) TRANSMITTERS, TV BROADCAST

(10) RADIO AND TV BROADCAST AUDIO EQUIPMENT

(11) ALARM AND SIGNAL SYSTEMS, EXCEPT TRAFFIC CONTROL EQUIPMENT

2. REALIZE POST WORKLOADS PREVENT DETAILED RESEARCH THESE PRODUCTS, BUT WOULD APPRECIATE POST COMMENTS PROMOTABILITY ABOVE OR OTHER SUGGESTED ITEMS THEIR RESPECTIVE MARKETS. ITEMS CONSIDERED NOT PROMOTABLE SHOULD BE FLAGGED. SINCE THIS BORAD CATEGORY, RANKING OF PROMOTABLE ITEMS BY PRIORITY WOULD BE HELPFUL IN EVENT IT NECESSARY BE SELECTIVE IN RECRUITING MISSION. WOULD APPRECIATE COMMENTS ANY NATIONAL OR REGIONAL PROJECTS WITH BEARING ON PROMOTION OF MISSION TO U.S. INDUSTRY (CITE REFERENCES WHERE APPROPRIATE).

3. AS NOW ENVISIONED MISSION WOULD VISIT KUWAIT, DOHA, MANAMA, DUBAI, ANDRIYADH. REQUEST KUWAIT/DOHA AND MANAMA GIVE PARTICULAR ATTENTION TO JUSTIFICATION MISSION STOPS QATAR AND BAHRAIN IN VIEW DIFFICULTY ENCOUNTERED IN RECRUITING MISSIONS FOR FIVE STOPS

4. SUGGESTED MISSION TIMING MAY 9-25 APPROXIMATE. REALIZE THIS GETTING INTO HOT PERIOD BUT WE FIND WE FORCED RESCHEDULE WATER RESOURCES MISSION TO KUWAIT AND SAUDI ARABIA TO LAST HALF MARCH. ABOVE DATE THUS SUGGESTED ALLOW AS MUCH TIME AS POSSIBLE BETWEEN MISSIONS. POST COMMENTS WELCOME. PORTER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 OCT 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Number:** 1973STATE197856  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM/DIBA/OIM/246: J.B. HEARN  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1973/newtext/t19731050/aaaabklh.tel  
**Line Count:** 146  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** KUWAIT A-163, 11/15/72  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** boyleja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 NOV 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19-Nov-2001 by chappeld>; APPROVED <12 FEB 2002 by boyleja>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMMUNICATIONS EQUIPMENT SPECIALIZED TRADE MISSION MAY, 1974  
**TAGS:** BEXP, TC, SA, BA, KU  
**To:** ABU DHABI MULTIPLE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005